

ROUTING AND TRANSMITTAL SLIP

07 Aug 87

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1. Director of Information Technology			
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REMARKS

FYI.

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OPTIONAL FORM 41 (Rev. 7-76)
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3 August 1987

Mr. Bill Donnley
Deputy Director of Administration
Central Intelligence Agency
Washington, DC 20505

Dear Mr. Donnley,

DIGITAL Equipment Corporation's success and presence in the computer industry continues to grow despite a period of turbulence during which many vendors suffered losses, and others experienced very limited growth. DIGITAL's 1986 earnings led the industry. The Corporation's fiscal year 1987 business report shows a 24% increase in total operating revenues over 1986. That success is a result of the scope and spectrum of products and services DIGITAL offers, and customers ability to solve their problems with DIGITAL's products and services. Key to DIGITAL's continuing success is the fact that communications and networking are integral parts of virtually all information management requirements. In that regard, DIGITAL is the acknowledged leader in systems integration, communications, and networking. DIGITAL's success and credentials were acknowledged by both the business world and computer industry in 1986. The 27 October 1986 edition of "FORTUNE" magazine featured an article on the Corporation and Ken Olsen, its founder. The 24 September 1986 edition of "COMPUTERWORLD" was devoted to DIGITAL. The corporation's front-runner success continues with DECWORLD'87, and we want you to attend and participate.

In 1985 DIGITAL began a tradition by creating DECWORLD--the largest information management exposition sponsored by a single computer manufacturer in the world. DECWORLD'86 was larger and more successful than the first year. DECWORLD'87 is scheduled for 8 to 18 September 1987 in Boston, Massachusetts. I realize you rely on your Office Chiefs for technology evaluations. We have invited several personnel from OIT to attend, including ED Maloney. I also know that within constraints of time available, you like to keep abreast of technology developments. DECWORLD is an excellent opportunity to do that in the minimum amount of time. Therefore, on behalf of Kenneth Olsen, the President of DIGITAL Equipment Corporation, Harvey Weiss, Vice President of DIGITAL's Government Systems Group, and Franklin Posey, Director of the Federal Business Group, please accept our invitation to attend DECWORLD'87.

DECWORLD'87 consists of over 100 seminars, and working functional exhibits of hardware, peripherals, and software. The theme of DECWORLD'87 is "the Network at Work", however applications

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solutions pertinent to virtually all facets of commerce and the government will be on display.

Enclosed are a brochure on DECWORLD'87 seminars and an invitation. For more information make contact with me; my business card is enclosed. To register for DECWORLD'87, call 1-800-DEC-EXPO.

Sincerely,

Cliff Mauton
Clifford J. Mauton

Enclosures